

Message Text

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PAGE 01 MANILA 04672 021042Z

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ACTION EA-09

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R 020849Z APR 76
FM AMEMBASSY MANILA
TO USDOC WASHDC
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UNCLAS MANILA 4672

E.O. 11652: N/A

TAGS: BEXP, RP

SUBJ: MARKET RESEARCH - BID REQUEST INSTRUCTION - TIMBER
INDUSTRIES, PHILIPPINES

REF: A. 75 USCOC 13781, B. 74 STATE 187267

1. EMBASSY HAS RECEIVED ADVANCE COPY OF AIRGRAM PROVIDING
BID REQUEST INSTRUCTIONS FOR MARKET RESEARCH ON TIMBER
INDUSTRIES. TELEGRAPHIC BIDS ARE TO BE RECEIVED IN OIM
BY APRIL 20, 1976.

2. EMBASSY OVER PAST SEVERAL YEARS HAS SOLICITED BIDS FOR
NUMBER OF MARKET RESEARCH PROPOSALS. EXPERIENCE HAS DEMONS-
TRATED THAT MOST PHILIPPINE FIRMS ARE UNWILLING TO DO
RESEARCH BASED ON STANDARD PAYMENT TERMS. MODUS OPERANDI
IN SOLICITING RESEARCH PROPOSALS HAS, ACCORDINGLY, BEEN
FOR COMMERCE TO PROVIDE INDICATION OF FUNDS AVAILABLE FOR
STUDY AND TO MODIFY PAYMENTS PROCEDURE TO PROVIDE FOR
ONE-THIRD PAYMENT MID-WAY THROUGH STUDY, ONE-THIRD UPON
COMPLETION, AND ONE-THIRD UPON ACCEPTANCE BY COMMERCE.
THIS WAS BASIS FOR ONLY RESEARCH PERFORMED IN RECENT
YEARS BY MANILA-BASED RESEARCHER, ENERGY SYSTEMS RESEARCH,
WHICH WAS ACCEPTED BY COMMERCE PER REFTEL B AND PERFORMED
BY ASIA RESEARCH ORGANIZATION. PRICE FIGURE IS NECESSARY
TO AVOID COMPLETELY UNREALISTIC BIDS BASED ON COMPANY
EVALUATION THAT BID SPECIFICATIONS ANTICIPATE EXTENSIVE,
HIGH-COST STUDY.

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3. ASIA RESEARCH ORGANIZATION IS VIRTUALLY ONLY LIKELY

CANDIDATE FOR RESEARCH. REFTEL A REPRESENTS COMMERCE
EVALUATION OF ARO AS UNKNOWN AND UNSATISFACTORY.

4. EMBASSY HAS MISGIVINGS AS TO WHETHER SUBJECT RESEARCH
IS FEASIBLE. EMBASSY ALSO NOTES THAT TIMBER INDUSTRY
TRADE MISSION HAS JUST COMPLETED SUCCESSFUL MISSION TO
PHILIPPINES, WHICH WOULD SEEM TO DIMINISH URGENCY OF
MARKET RESEARCH TO SUPPORT TRADE PROMOTION EVENT. IF THERE
IS TO BE ANY PROSPECT FOR SUCCESSFUL SOLICITATION OF BIDS,
EMBASSY WILL NEED TO KNOW AMOUNT OF FUNDS AVAILABLE AND
RECEIVE CONFIRMATION THAT MODIFIED PAYMENT SCHEDULE
DESCRIBED ABOVE IS SATISFACTORY TO COMMERCE. IT WILL
ALSO BE NECESSARY TO MODIFY TIME SCHEDULE, SINCE WITH
EASTER HOLIDAYS INTERVENING THERE IS NO POSSIBILITY OF
RECEIVING BIDS IN TIME FOR APRIL 20 SUBMISSION TO COMMERCE.
REQUEST FURTHER GUIDANCE.
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